

## Message Text

UNCLASSIFIED

PAGE 01 LAGOS 04368 201444Z  
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 PASS-00 /019 W  
-----202019Z 026476 /46

R 200836Z APR 77  
FM AMEMBASSY LAGOS  
TO SECSTATE WASHDC 580

UNCLAS LAGOS 04368

E.O. 11652: N/A  
TAGS: BEXP, EQIP, NI  
SUBJECT: BELL & HOWELL VISIT TO NIGERIA

TO: M.E.L. MORRIS  
REGIONAL MANAGER INT'L.  
BELL & HOWELL LTD.  
33-35 WOODTHORPE ROAD  
ASHFORD, MIDDLESEX, ENGLAND TW15 2RJ  
TELEX: 266119  
TELEPHONE: ASHFORD 51234  
CABLES: BEHOW, ASHFORD

1. WITH REF YOUR MARCH 28 LETTER, FIRST TWO FIRMS NAMED LARGE AND REPUTABLE. SECOND MAY BE INCHCAPE SUBSIDIARY. WTDRS ON FILE HERE OR CAN BE PURCHASED US DEPT. OF COMMERCE WASHINGTON. SECOND TWO FIRMS UNKNOWN TO EMBASSY SO WILL REQUIRE YOUR PERSONAL EXAMINATION. OTHER POSSIBILITIES INCLUDE LARGE BOOKSHOP CHAINS AND A FEW SMALL BUT PROMISING BEGINNERS.

2. IN ADDITION COMMERCIAL FIRMS, MARKET INCLUDES GOVERNMENT MINISTERIES.

3. PURPOSE THIS CABLE IS TO ALERT YOU TO TWO EXHIBITIONS THIS YEAR WHICH YOU AS NEW-TO-MARKET FIRM SHOULD CONSIDER:

A. DAILY TIMES EXHIBITION ON PRINTING, PACKAGING, PUBLISHING  
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JULY 24-30 LAGOS STATE CULTURAL CENTRE. CONTACT IS DAILY TIMES EXHIBITION DEPARTMENT, CABLE DAILY TIMES LAGOS, TELEX 21333 TIMES NG, P.O. BOX 139, LAGOS. RENTING BOOTHS AND ADVERTISING.

B. EMBASSY'S PRINTING AND GRAPHIC ARTS CATALOGU DISPLAY, A SCHEDULED TRADE PROMOTION WHICH WE INTEND STAGE IN ABOVE EXHIBITION. THIS IS INEXPENSIVE METHOD OF PARTICIPATING TIMES

SHOW.

C. LAGOS INTERNATIONAL TRADE FAIR NOV. 27-DEC. 11.  
CONTACT FOR B AND C IS U.S. DEPT. OF COMMERCE, WASHINGTON,  
TELEPHONE 202 377-4927, MR. BIDDLE OR MRS. MILLER.

4. SUGGEST YOU BRING CATALOGUES AND, IF POSSIBLE, AUTHORITY  
ENTER ONE OF ABOVE. HARVEY T. CLEW.

AMERICAN EMBASSY  
LAGOS, NIGERIA.  
EASUM

NOTE BY OC/T: PASSED ABOVE ADDEE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** BUSINESS FIRMS, VISITS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 20-Apr-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Litigation History:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2751296  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BELL & HOWELL VISIT TO NIGERIA TO: M.E.L. MORRIS REGIONAL MANAGER INT'L.  
**TAGS:** BEXP, EQIP, BTRA, NI  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/71902aa2-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009